



PIEPGRAS LIGHT CO.

(NOT INCORPORATED)

LAMPS, LANTERNS AND FLAT IRONS
GASOLINE HEATERS, CAMP STOVES
KEROSENE OIL BURNERS



Tinley Park, Ill.

Dear Friend:-

The long cold nights of fall and winter are now at hand and we are wondering why we have not received your order for No. 18 Giant LANTERN-HEATER to light your poultry house and thus increase the egg production of your hens during this season of high prices. Don't forget that ARTIFICIAL LIGHTS will increase the egg yield from 50% to 70% in about 15 days after they are installed. Why not get this extra profit because you know as well as we do that an egg this Fall & Winter is worth two next May and June?

We know that we have convinced you that our No. 18 GIANT is the only lantern on the market that will give years of service in the poultry house, home, barn or out in the open and you have no doubt read the 14 REASONS why our No. 18 GIANT is "THE STANDARD OF THE WORLD" as explained on page one of our circular.

It will soon be time to set eggs in the incubators. No doubt the Breeding Hens have been resting for several months and you are wondering how soon they will start to lay so you can select the hatching eggs. There is only one sure way to start the hens laying and keep them laying during the next few months and that is by the use of ARTIFICIAL LIGHTS. January, February and March are three cold wintry months and even though some of the hens are laying, when a cold snap comes along the egg production drops while the prices of eggs goes up, but with your No. 18 GIANT installed this extra light and added HEAT just makes the hens keep right on laying so that you have the benefit of these extra eggs and higher prices which means a larger net profit at the end of the year.

The nights are still very long and lights are required until APRIL 1st. After that date the LANTERN-HEATER can be used for brooding Baby Chicks by following the instructions in our FREE BULLETIN, which is the most successful method known.

Here is a suggestion that a good many people are glad to get. In every flock of chickens there is always some culls that are only eating feed and not producing, so take about 6 of these to market and you will easily get enough money to purchase a LANTERN-HEATER and will never miss the money.

We hope you are in a position to act as our Agent, either all or part time as the field for selling our line is unlimited. Now surely you have neighbors and friends that can use at least one of the articles listed in our circular, so why not get them interested before they buy elsewhere? Why not let us have your order by return mail? Our Agency Proposition is again explained on the back of this letter.

Yours truly,

PIEPGRAS LIGHT CO.

SSP/EH

PER

S. Piepgras

P. S. NO. 18 GIANT LANTERN-HEATER WOULD
COST YOU \$5.45 PREPAID.

OVER

FREE OUTFIT FOR AGENTS

If you care to take the Agency for our _____ do not ask you to invest any money but just make a temporary _____ on any article that you may select. This deposit will be returned to you after you have sold 24 of any of the gasoline and kerosene appliances listed. This temporary deposit on the Agent's Outfit is required to keep those that are not interested from getting a lamp or lantern free without working for it. By appliances we mean lamps, lanterns, irons and etc.

In taking the Agency you obligate yourself in no way to us and you can devote as much time to the work as you desire, whether it's one hour or 8 hours per day. Scarcely a rural or farm home is adequately lighted because about 75% still use the old style wick lamps, which are injurious to the eyes on account of the dull yellow flame. In most cases you do not have to canvass as the orders come in by themselves after you have sold an article one place, because the owner is so enthused over it that his neighbors soon find it out and want one like it. We do not ask you to carry our line in stock but just try one yourself and see how the orders will come in. Selling ability is not necessary to make \$40.00 or more per week because all the articles are essential to every household. After they have bought one article, they are so well pleased that they generally buy one or two other items.

WE DELIVER TO YOUR CUSTOMER AND DO THE COLLECTING.

For those that take the Agency we can ship to them or direct to their customer whichever way they prefer. At the prices quoted in Agent's Price List please understand that we pay the postage, which is a saving to you or your customer of 40¢ to \$1.00 on each article. If we are to ship the orders direct to your customers collect your commission from them plus \$1.00 and mail us the \$1.00. We will send the order direct to them C O D for balance. Don't forget that on orders like this we also pay the postage. Part cash must accompany all C O D orders.

Why not get started AT ONCE to make at least \$40 per week just during your spare time? You will note by our circular that we have the most complete line, which means the most sales with the least effort. We have an article for every season of the year.

PLEASE USE THE CONVENIENT ORDER BLANK BELOW

FILL IN THE BLANK SPACES AND MAIL TODAY

Piepgras Light Co.,
Powers Bldg.,
Tinley Park, Ill.

Gentlemen:-

I accept your Agency Proposition, (without obligating myself in any way) and enclosed please find \$_____ (personal check, money order or bank draft) for which send me No _____ by Insured Parcel Post, Prepaid.

Name _____ Street or R.F.D. _____
Town _____ County _____ State _____

IF YOU DO NOT WANT THE AGENCY AND JUST WANT AN ARTICLE FOR YOURSELF AT AGENTS PRICES JUST DRAW A LINE THRU AGENCY PROPOSITION.

No. 18 "GIANT" 300 CANDLE POWER

Combination Lantern—Heater The Standard of The World

LIGHTS QUICKLY. BURNS 24 HOURS ON A FILLING OF 1/2 GALLON, Gasoline or Kerosene.

This Portable 300 Candle Power Light is needed in every Poultry House, Farm Home, Barn and Garage. Ideal for Poultry House. May be used for both light and heat to prolong the day to make hens lay more eggs and as a heater during extremely cold weather.

Hens cannot stand a sudden drop in temperature without decreasing the egg yield. Besides this, if their combs get frozen you will get very few eggs the rest of the winter when prices are high. This Combination Lantern-Heater is really EGG INSURANCE.

Makes an 18x18 foot poultry house about 20 degrees warmer, helps to prevent dampness and changes the circulation of the air.

Pays for itself in less than 30 days.

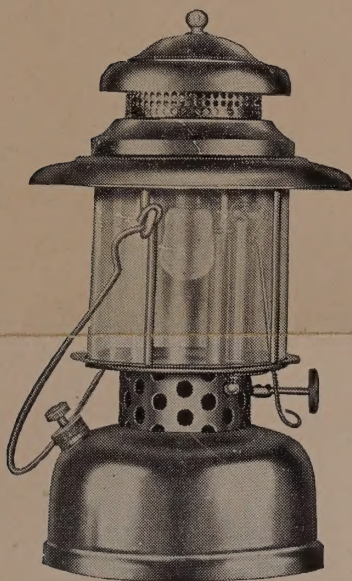
During extremely cold weather after the chickens have gone to roost the lantern may be converted into a heater and left burning all night, thus making the poultry house warmer and prevents the chickens' combs from freezing.

Guaranteed Most Reliable Lantern Heater

No chimney to clean. No wicks to trim. No odor, no smoke. Burns 24 hours on one filling; costs less than one-half cent per hour to have a light that in brilliance, whiteness and steadiness, puts any electric incandescent light in the Shade.

Equal to twenty ordinary lanterns and lamps. Burns common motor gasoline or kerosene. Storm, bug, rain, sleet and snow-proof. Will not blow out in the strongest winds. Fount holds 1/2 gallon of fuel.

Easy to carry—weighs only 5 pounds. Easy to hang up. Easy to place anywhere you want it. Convenient to set on the floor, the table, in a boat, car or elsewhere.



No. 18 Lantern—Same as No. 18 "Giant" except that the bowl or fount holds one quart and the heater attachment is not furnished. Burns 12 hours on a quart of fuel.

Retail Price No. 18 includes all accessories such as pump, 2 mantles and simple instructions\$6.70

The use of our Lantern-Heater will increase egg production in two weeks. Why wait to install electricity when one of these lanterns will throw more light at less expense than any electric light plant? Just the thing for 15 to 1,000 hens. No expensive wiring and one lantern will light a chicken house 18x18 feet.

We have found that the hens lay just as well if the lanterns are placed in the coops in the evening only and not morning and evening both. The lanterns are placed in the coops at 5 p. m. The chickens are fed a good scratch grain at 8 p. m. and the lanterns are turned out at 9 o'clock. Most people are up and around at these hours so they can easily take care of them and this method does away with the trouble of getting up early in the morning. During extremely cold weather the Heater Attachment is put on and the fixture is left burning ALL NIGHT.

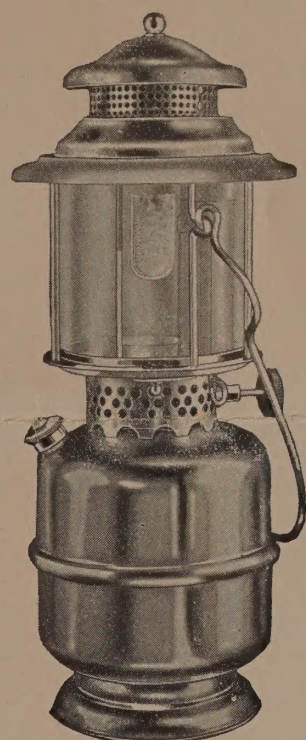
Safe—You can actually upset it and roll it around in a haymow without the slightest danger of it leaking or exploding. Its light is unequalled. When you use it in the house it simply floods the room, with such beautiful soft light that you can read fine print wherever you sit.

Made of heavy metal nickel plated—shines like a mirror—turns night into day.

Fitted with special device that enables you to adjust the light to high, low or turn it out instantly, just the same as you would turn any other light up or down.

Equipped with special reflector top that throws all the light down.

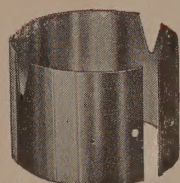
Our lanterns are not dangerous to handle or leave alone in the poultry house. If they were the least bit dangerous we couldn't have demonstrated them at the Chicago Poultry Shows where thousands of the best Standard Bred Poultry in the World were on exhibition.



No. 18 "Giant" retail price includes all accessories, pump, 2 mantles, and simple instructions\$7.45

This Metal Attachment Converts Lantern Into Heater

This metal attachment fits around the Mica Chimney at the upper part of the lantern. By merely placing this metal band around the mica chimney which takes only a couple of seconds, the lantern is converted into a Heater. This attachment in place, reduces the light; but it still gives enough light so that the chickens can see to go to the roost. There is no extra charge for the Heater attachment.



14 Reasons Why You Should Buy No. 18 "Giant"

1. Has special reflector top, thus throwing all the light down.
2. Automatic tip cleaner prevents clogging of carbon or dust from the fowls scratching.
3. Guaranteed to be brighter than any two mantle lanterns made.
4. A one mantle lantern means a saving of twelve mantles a year.
5. Our one mantle lantern which throws more light than the two mantle lanterns burns 35 percent less fuel. This is another saving of about \$2.50 per year.
6. We send all lanterns insured and pay the postage, which is a saving of 20 to 60 cents.
7. Equipped with special device that enables you to adjust the light, high, low, or turn it out instantly. This is an advantage because you can turn it down when you want your birds to go to roost at night.
8. Our mantles, which are made of Wood Fibre, are guaranteed to be stronger than any other mantle made.
9. There is no tin door on the Mica Chimney (which throws a shadow), thus making the entire room like daylight.
10. Not only the best looking lantern, but the best lantern made.
11. It helps to keep the dampness away and makes the poultry house 20 degrees warmer and changes the circulation of the air.
12. No wrench or special tools necessary, as it is operated entirely by the fingers.
13. The generator on this lantern is guaranteed for ten years.
14. Lantern can be converted into heater in a couple of seconds.

Wood Fibre Mantles

ARE THE STRONGEST MANTLES MADE—WILL
OUTLAST ALL OTHERS

Stop your mantle troubles by buying mantles that do not crack or fall off easily.

Our WOOD FIBRE MANTLES are guaranteed to be the strongest mantles made. They fit all makes of kerosene and gasoline air-pressure lamps and lanterns. All our fixtures are equipped with our WOOD FIBRE MANTLES.

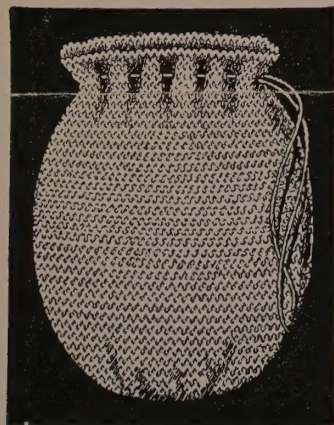
WOOD FIBRE MANTLES

No. 988—Regular Sunlight for 1 mantle fixtures, each 15c or per dozen\$1.60
No. 985—Junior Sunlight for 2 mantle fixtures, each 15c or per dozen\$1.40

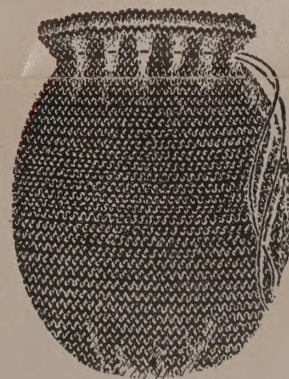
RAYON MANTLES—BEST QUALITY

A Good Strong Mantle—A Trial Will Convince You

No. 782—Junior Rayon Mantles for 2 mantle fixtures, each 10c or, per dozen85c
No. 781—Senior Rayon Mantles for 1 mantle fixture, each 10c or, per dozen95c



Wood Fibre Mantles



Rayon Mantles

What Customers Think of Our Wood Fibre Mantles

Best Mantles He Has Used in 12 Years

"I received your WOOD FIBRE MANTLES and put them on my lamp and lantern at once and will say they are far the best I ever used and I have used a gasoline lamp and lantern for 12 years. As they are so good I will take the AGENCY in Ramsey county, N. D., if I can have it. Enclosed find check for 3 more dozen No. 985 WOOD FIBRE MANTLES, 3 No. 331 generators and 1 No. 14 Self-Heating Iron."—P. J. Kettwig, R. 5, Devils Lake, N. D.

Likes Our Wood Fibre Mantles Much
Better Than Any Others

"I have tried the WOOD FIBRE MANTLES we got from you and they sure are giving good service. They give a better light and are made much better than the other mantles."—Phil Lohrbach, R. 2, Walnut Grove, Minn.

Way Ahead of Other Mantles

"Received your WOOD FIBRE MANTLES some time ago and I think they are way ahead of the other mantles. Hoping to sell

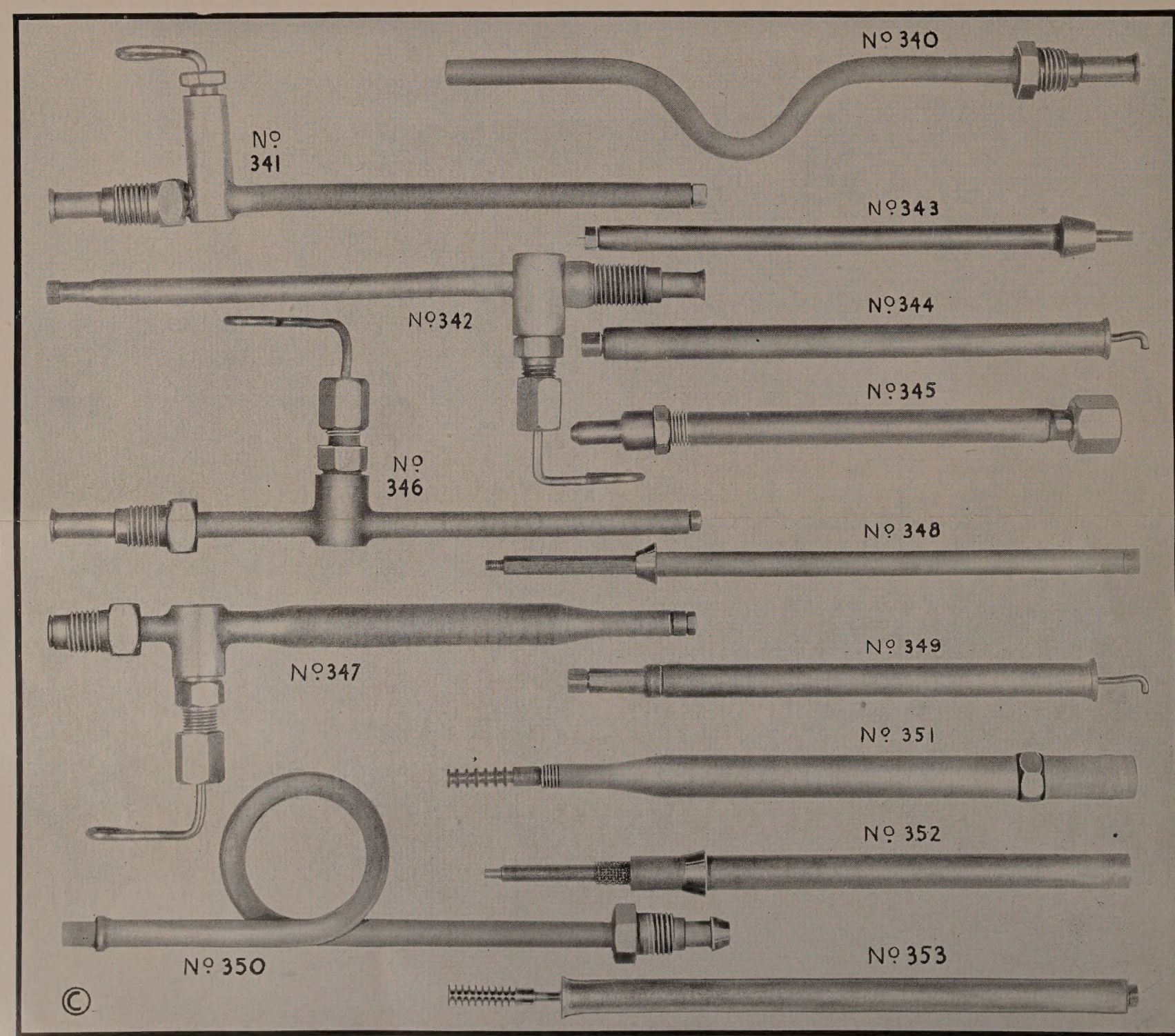
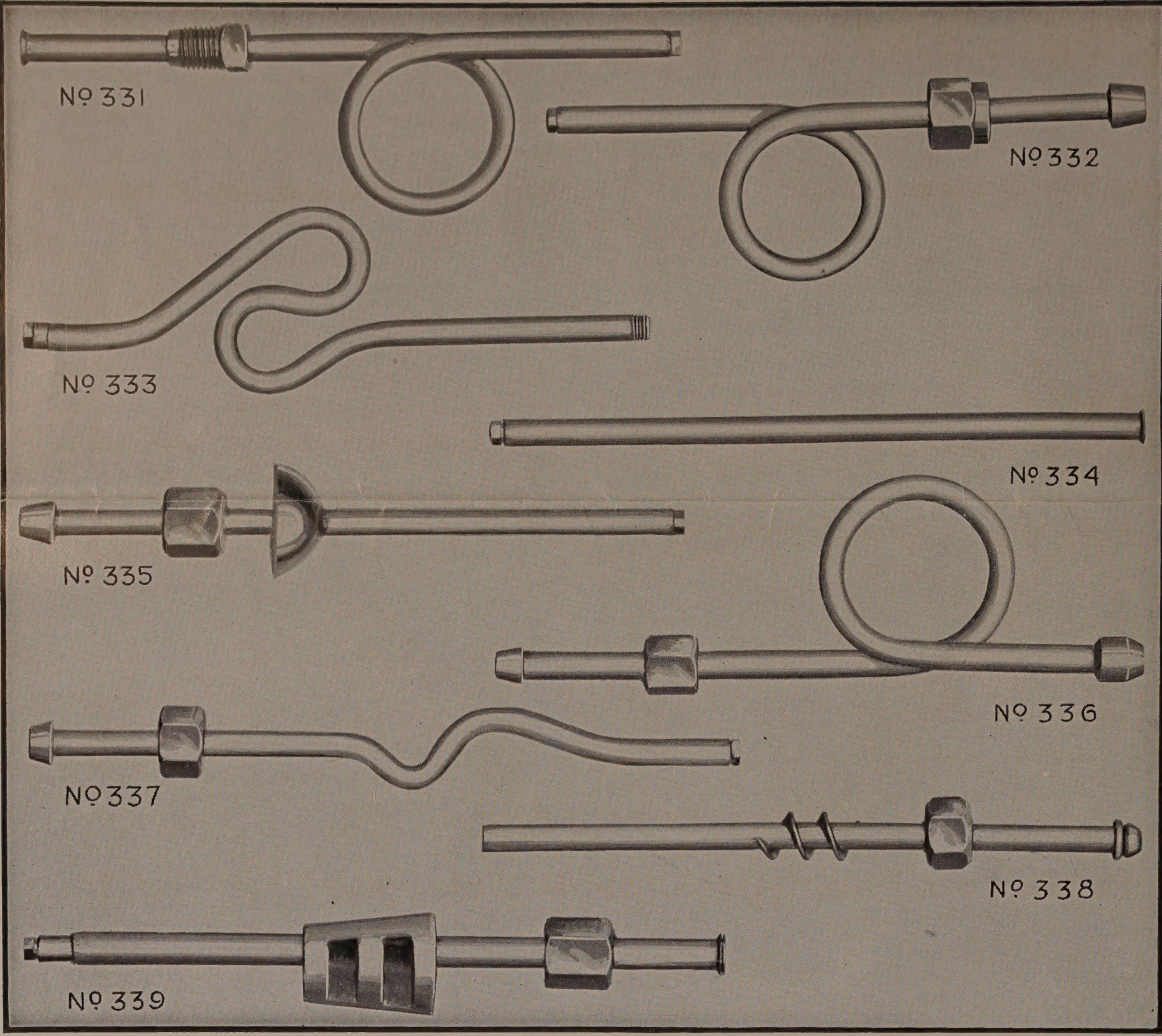
your goods later."—H. Hewitt, Leslieville, Alta., Canada

Our Wood Fibre Mantles are Stronger

"Enclosed find check for which send me 12 No. 985 WOOD FIBRE MANTLES. Your mantles are stronger * * * is way behind." John Peterson, Box 91, Averill, Minn.

Generator and Mantles Work Fine

"I have received the generator and mantles and they sure work fine. I would like to be your AGENT in this territory."—A. G. Eygabroad, R. 1, Box 57, Lebanon, S. D.



Generators For All Makes Lamps - Lanterns

Illustrations at left shows the principal makes of generators (actual size) made. By referring to the number of the generators illustrated we can send you generators that will replace the generators you are now using on your fixtures. Be sure to order by number.

Our New Generators Will Replace 30 Makes or Models GUARANTEED 2 YEARS

No needles to replace. Lights instantly. Makes your light like new. Does away with all generator troubles. More light—less gas—oline. Mantles last longer—do not blacken.

If any of the generators you are now using are not shown at left just send us samples of ones wanted replaced or send the direction sheets (which we will return with your order) that came with fixtures and we will send the proper generators. Should you send generator attach your letter to the package.

Our new generators do not have the bends, loops, crooks or spirals in them. They are all made straight to fit other make fixtures and are so constructed that only a thin wall of gas passes through, thus giving the proper generating surface to form a vapor gas. Use lock nut off your old generator. If we are to furnish lock nut send extra 5c.

We GUARANTEE this NEW PATENT APPLIED FOR generator for 2 years. Retail price **50c**

Proof That Our New Generators Cannot be Equalled

No More Generator Trouble Since Buying Ours

"Enclosed please find check for which send the following: 1 generator No. 331 for a * * * * fixture and 12 No. 985 WOOD FIBRE MANTLES. The generators and mantles I got from you a while back are very good. No more generator trouble since."—P. J. Peterson, R. 3, Rockham, S. D.

Makes a Fine Light on Less Gas

"The generator I received from you sure makes a fine light and takes less gas."—K. Morrison, R. 1, Box 75, Mode, Ill.

Best He Ever Tried

"I have received the generator all O. K. that I sent for and I think it one of the best I ever tried or seen. It just works fine. I put it in my lamp and I am now sending an order for one for my lantern. Also send me 12 No. 985 WOOD FIBRE MANTLES."—Herman C. Barnes, R. 1, Arcadia, Ind.

Better Than the Old Style Generators

"Enclosed you will find check for which send me 1 dozen WOOD FIBRE MANTLES and 3 generators. Your generator which I purchased from you is working very good. It is better than the old style generators."—D. H. Davies, Box 28, Risley, N. J.

Much Brighter Light Than the Old Generators

"Enclosed find stamps for which send generator No. 333 for a * * * * lamp. Received the generator for lantern and so far it works fine, giving a much brighter light than the old generator."—Mrs. F. P. Curry, Perth, N. D.

Twice the Light

"Enclosed find a money order for which please send me two more generators. One for a * * * * lamp No. 333 and one for a * * * * lamp No. 331. They surely are much improved compared with the old generators and give almost twice the light."—A. Nelson, R. 3, Box 14, Dassel, Minn.

Had So Much Trouble with Other Generators

"I received trial generator O. K. I am ordering more and if possible send at once. I have been lighting hen houses but have had so much trouble with other generators that I had to give it up as the other generators did not last but a few days."—Robt. Hoyt, Unadilla, N. Y.

Far Superior to the Other Types

"I received a couple of your new generators about 2 months ago and I am more than pleased with them. I think they are far superior to other types of generators."—W. M. Tookey, Fielda, Minn.

No. 14 Two-Point [Gasoline] Self-Heating FLAT-IRON

SIMPLEST, SUREST SELF-HEATING FLAT-IRON MADE (Lights Quickly)

No longer need the ironing day be a dreaded day. No longer need you slave in a hot kitchen—trotting back and forth from the blazing hot stove to the ironing board, toting heavy, hot irons.

NOW—You can do your ironing out on the cool, breeze-swept porch, or out under the shady trees and do far better, easier ironing than you can the old way. Nor are you tied down to an electric cord or gas tube. This iron is self-heating.



Take one of these irons on your camping trips this year. Fine for drying and ironing clothes. The clean blue flame can also be used for Heating Curling irons. Burns three and one-half hours on a filling which is longer than any other iron. No key to get lost and it does not have to be taken apart when lighting like other irons. Size of flame is always in view of operator and you do not have to use key when turning up or down. Can be generated and ready for use in less than 15 seconds while some other make irons take as long as five minutes to generate.

BUILT ON ENTIRELY NEW AND SCIENTIFIC PRINCIPLES

Superior in every detail and workmanship. Made of highest grade material. It is rustproof because it is copper plated and heavily nickel plated on top of copper. Hand polished, highly finished in bright nickel.

In using this iron you do away with all fuss and bother with wire and hose connections. This enables you to do the ironing where you please—in any room in the house, on the back porch, out in the yard under the trees

Standard Household Weight—6 Pounds

The great advantage of the design of this Flat-Iron is the Two-point Base of Ironing Surface. Either end is the front end, no matter what way the operator grips the handle. The capacity of the reservoir or fount is $\frac{3}{4}$ pint. It burns $3\frac{1}{2}$ hours on one filling and the base has $18\frac{1}{2}$ inches of ironing surface.

The Two-Point Flat-Iron delights every woman who uses one. It is so easily handled—the heating apparatus is so simply adjusted—it so completely fulfills every claim made for it that it is impossible for a woman to fail to enthuse over it.

(Can be Used for Heating Curling Iron)

HEAT EASILY REGULATED

Heat turned high or low by a simple twist of the little fibre handle at the rear. Just as easy as turning down a wick. This makes it absolutely safe and it cannot explode.

Does ironing in half the time with less than half the work entailed by the old fashioned flat-irons. The hard work of ordinary ironing comes in the pressing necessary when the old fashioned iron begins to get cool. Does not soil clothes like irons that are heated on oil or coal stoves.

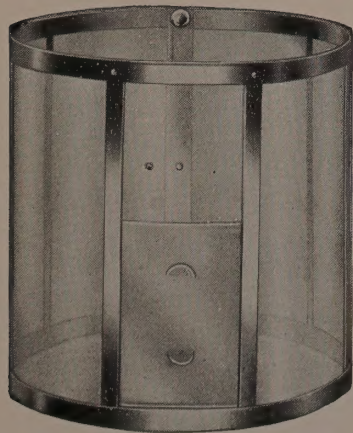
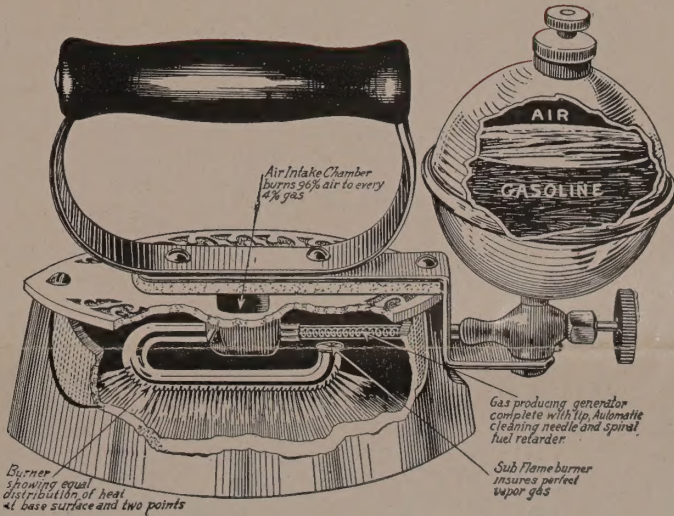
All this hard pressing is done away with when you use this Two-Point Flat-Iron. It relieves all strain on the wrist. Furthermore, the combustion is perfect. No gas odors possible. No smoke. Cannot choke or clog. Made with Automatic Gas Tip Cleaner which keeps it free from carbon, dust or dirt.

COSTS MERELY A PENNY A WEEK

The most economical self heating flat-iron ever made. Operates at less cost than any electric or gas iron and Actually Does an Entire Week's Ironing for a Penny.

No. 14 M. W. Match Light—Complete with all accessories including simple instructions for operating, pump and funnel\$5.50

Both Ends Are Front Ends



No. 35 — Size $4\frac{1}{4}$ inches across, and 5 inches high.

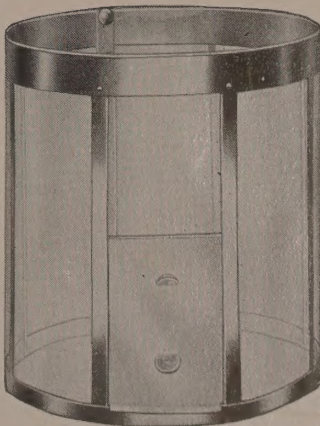
MICA CHIMNEYS

For All Makes of Lanterns NEW LOW PRICES

At a very low cost you can now replace your old cracked, broken or discolored chimney. Our Mica Chimneys are extra strong and neat in appearance.

Why use old chimneys when ours cost so little. The added pleasure and better and brighter light you get will make it worth your while to replace every old chimney you have.

If you do not know the make of lantern that you have, just measure the mica chimney and we will send the size to fit your lantern. Measure accurately the height and the distance across the mica chimney you now have.



No. 31—With wide top band. Size $4\frac{1}{4}$ inches across and $5\frac{1}{8}$ inches high

SEE AGENTS' PRICE LIST FOR PRICES

Safe — Reliable — Economical Fixtures

No. 3—400 Candle Power Table and Hanging Lamp

BRINGS SUNSHINE AND HAPPINESS TO THE HOME

Any Farm home that is not equipped with electricity isn't complete without this wonderful lamp.

Burns 96% air and 4% gasoline or kerosene. 25 times brighter than the old style wick lamps and costs less than half to operate. Pays for itself in fuel saving in a short time.

No chimneys to clean, no wicks to trim, no odor or smoke. Absolutely safe even if accidentally tipped over. Also has eye for hanging. Soft and restful to the eyes, thus preventing eye-strain which comes from the pale, yellowish glare of wick lamps.

This lamp is in great demand for all general purposes. Equipped as it is with a 10-inch shade, diffusing 400 Candle Power from its two mantles, it is literally bottled sunlight. Also has Automatic Gas Tip Cleaner to keep it clean from carbon, dust or dirt and it can be turned up or down to suit the requirements.

Costs about ½ cent per hour to operate and it will last a life-time with very little attention or cost for repairs.

This lamp is operated entirely with the fingers—no wrench or special tools are necessary.

Specifications

Capacity of fount, 3 pints—Burns 12 to 15 hours on one filling of gasoline or kerosene. Height, 22 inches. Equipped with Automatic Gas Tip Cleaner, 10 inch shade, two junior mantles, pump and funnel. Finished Polished Nickel Plate. Shipping weight 9 pounds. Lights the same as No. 18 Lantern.

No. 3—Torch Light (burns gasoline or kerosene.) Price complete\$7.35

No. 3—M. W. Lamp is equipped with Match Light generator the same as No. 5 Lantern. (Burns gasoline only)\$7.35



400 Candle Power Match Light Lantern

LIGHTS QUICKLY WITH A SINGLE MATCH

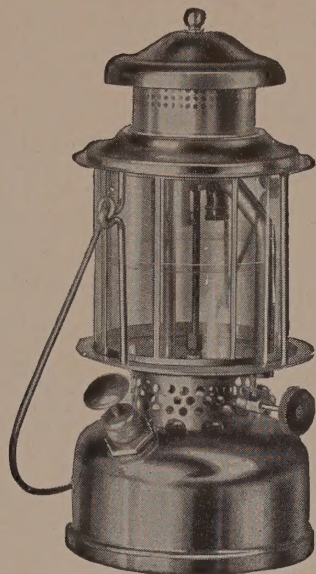
This lantern is unaffected by high wind, rain, snow and sleet. It is also bug proof. Just the thing for farmers, poultrymen, campers, travelers, hunters and sportsmen. Fine for night fishing. Popular for camp meetings, shows, carnivals—handy for street lighting in small towns and resorts.

These lanterns can be taken on auto trips without breaking mantles each time if you will use our Wood Fibre Mantles and follow these instructions. Place 3 inches of straw or excelsior in bottom of carton that lantern is shipped in. Next put lantern in carton and stand box upright in with other luggage so that it can't tip over. By following these instructions our Wood Fibre Mantles will last for some time without breaking.

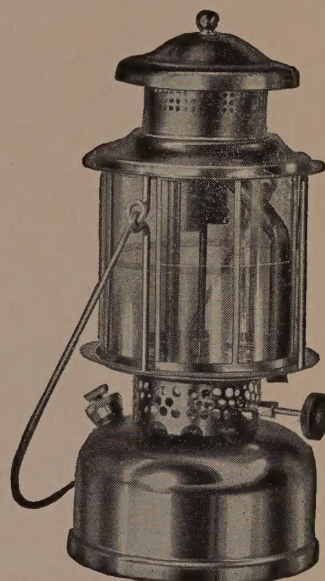
No. 5 Match Light Lantern is 13 inches high, weighs 3½ pounds and burns 12 hours on a quart of common motor gasoline.

No. 5 Lantern Burns Gasoline Only.

Price—Complete with all accessories including simple instructions for operating, pump, 2 Junior Mantles\$6.40



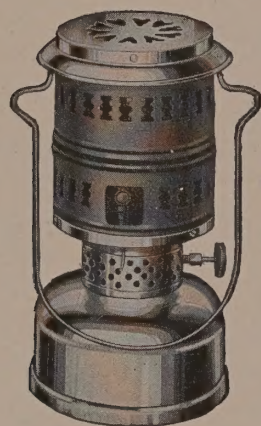
No. 5 M. W.
With Built-In Pump
50c Extra



No. 5 M. W.

No. 1 Heater

In city, town and country this miniature little furnace has been equally welcomed as an indispensable household necessity. It drives out chill and dampness in the bathroom, dining room or den—in the fruit and vegetable room to keep out freezing temperature—in poultry houses in extreme cold weather, and without adjustment it can be used by camper, traveler or hunter; burns 8 hours on 1 quart of gasoline—saves time, work, worry and expense—height 12 inches—weight 4 pounds. Blue Steel Heat Drum—highly polished Nickel Fount—complete shipping weight 5 lbs. Price\$7.25



No. 2 Handy Camp Stove

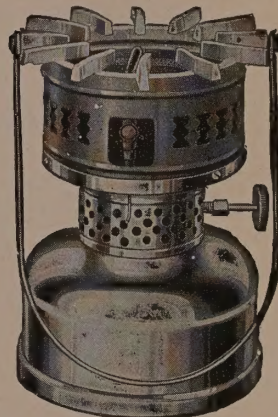
This is the most practical little camp stove ever made. Light, compact, takes little room—easy to carry, makes its own gas from common motor gasoline—gives an even steady intense heat in all kinds of weather. Very popular with Motorists, Hunters, Campers, Sportsmen, Fishermen, Travelers, and lovers of the great out-of-doors.

This little camp stove is very handy for those who have no automobile and can easily be carried on hiking trips. No smoke—no fumes—no ashes—no work. Always ready in a "jiffy." Costs less than one cent per hour to operate. Can also be used for heating tent or small room.

Specifications

Capacity of fount, a little less than one quart. Burns seven hours on one filling. Height eight inches, weight 3¼ pounds; Blued steel drum, nickel plated fount.

Price, complete with all accessories\$7.00



No. 152 Wall Lamp—400 Candle Power

This fixture has all of the advantages of our other lighting fixtures as to quality and light volume, with the added feature of being adjusted over the desk, dressing table, piano, work bench, and for side walls in rooms having extremely high or low ceilings.

Fount holds one quart, height 10 inches, extends from the wall 14 inches; finished polished nickel plate; equipped with white shade; 2 Junior mantles. Complete with all accessories

No. 152 — Gasoline or Kerosene Torch Light, 6 lbs.\$7.00

No. 52—M. W.—Match Light, 6 lbs. Gasoline only\$7.00



No. 150 Indoor 400 Candle Power Ceiling Lamp

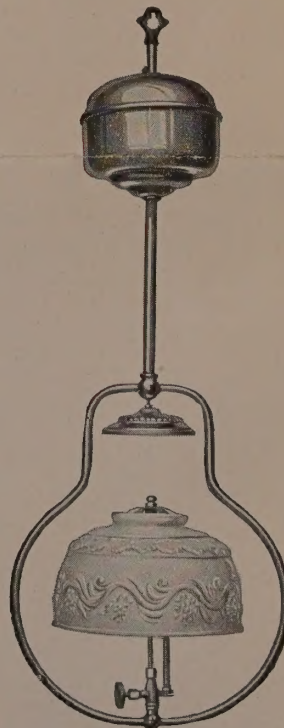
This lamp is suspended from the ceiling and is adapted to general lighting purposes—in homes, stores, halls, churches, etc.

Specifications

Fount holds 1 quart; length 30 inches; width, 11 inches; finished polished nickel plate; equipped with No. 399 white embossed shade; 2 Junior Mantles. Burns Gasoline or Kerosene. Complete with all accessories. Shipping weight 10 pounds.

No. 150 Torch Light (burns gasoline or kerosene) complete\$8.50

No. 50 M. W. Match Light (burns gasoline only) complete with all accessories\$8.50



Generators on No. 3, 18, 18 "Giant", 150 and 152 are Guaranteed for 10 Years

OUR STRAIGHT MATCH LIGHT GENERATORS ARE GUARANTEED TWO YEARS
MANTLES ARE REQUIRED ON LAMPS AND LANTERNS ONLY.

No. 1-2-5, 18 and No. 18 "Giant" with built in pumps, 50c extra.

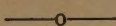
The generators on No. 1 and 2 generally last about 1 year.

Add 5c for Exchange on All Checks

PIEPGRAS LIGHT CO., Powers Bldg., TINLEY PARK, ILL.

BULLETIN

ARTIFICIAL LIGHTS FOR BABY CHICKS



Prevents crowding, stimulates growth, heats the brooder, forces out impure air, prevents dampness, checks lice and mites, discourages rats, weasels and other chick enemies, gives the smaller and weaker ones a chance to catch up with the larger ones.



TO OUR POULTRY FRIENDS

Read the instructions carefully in this Bulletin telling how to raise 95 to 100 per cent of the Baby Chicks.



In getting up this Bulletin we have spared no expense in experimental work with Lights for Baby Chicks. Fifteen years ago we were having some trouble with chicks crowding while using Colony Brooder Stoves on our Demonstration Farm, and we instructed the foreman to try one of our Lanterns in one of the Brooder Houses, as we felt certain that it would eliminate this crowding, which is the cause of more chick deaths than all the diseases combined. Crowding alone does not always result in the chicks' death at once, but causes the chicks to sweat, which weakens them and thus leads to other ailments which generally ruins the flock.

The next morning after the light had burned all night it was surprising how well the chicks looked and instead of finding 10 or 15 dead ones they were all alive. Ask any one who has raised chicks in large numbers under these brooder stoves what their main trouble is and they will tell you crowding. We found that when the moon came out at night the chicks would gradually move from around the stove to where the light came through the window. In this way they moved away from the heat and then piled on top of each other to keep warm. The result was 10 or 15 dead besides a great number weakened from the larger ones on top of them. We tried to eliminate this by hanging black paper over the widows but it seemed to do no good, but once the Lantern was placed in the coop the chicks forgot there was any moon.

We found that besides preventing crowding that the lantern had many other advantages which are: Stimulates growth, Heats the Brooder, Forces out impure air, Prevents dampness. Checks lice and mites. Discourages rats, weasels and other chick enemies, gives the smaller and weaker ones a chance to catch up with the larger ones.

25 years ago when Artificial Light for laying hens was advocated most people only laughed and said: "Impossible, the chickens must have their rest," but during the last three years all but about 5 per cent of the Poultrymen use lights of some kind for their laying hens to increase production.

The same will be said by some in regard to using Lights for Baby Chicks, but fifteen years of experimenting has convinced us that it is a complete success, and it may take another three or four years to convince the poultrymen that it is to their advantage. Some will say, how is the chick going to get rest and sleep when a light is burning all night. This is easily answered, for the chick sleeps during the day. They never go through the whole day without resting and sleeping for a short period every hour or so. Now you will find that with the lantern burning in the coop they will act just the same as if it were daylight.

We have used Lights on Leghorn chicks and some of the heavier breeds so as to make sure that it is a success no matter what breed you raise.

We ask you to read the following over carefully because no matter under what method you raise Baby Chicks the use of Artificial Lights will be to their advantage.

PREVENTS CROWDING

If the temperature is correct under the brooder, no matter what kind it is and a light is burning in the brooder house all night, there is absolutely no danger of the chicks crowding. The dangers of crowding were explained above.

STIMULATES GROWTH

The Baby Chicks crop holds very little grain so after the chick has gone to sleep for the night its crop will be empty in a few hours. From about midnight until morning the chick has to draw cell building material from its body until it can get something to eat in the morning. In this way the chick is weakened and the first food that it eats in the morning instead of going into growth is used to build up these worn out tissues. You will readily understand the big advantage of using lights to stimulate growth. When the light is burning in the brooder house all night the chick will come out and eat and drink at will. It is surprising how they will thrive.

HEATS THE BROODER

One of our lanterns will heat a brooder 4x8 ft., 32 inches high in front and 24 inches high in the rear. It will also take the chill off larger houses.

FORCES OUT IMPURE AIR

There is considerable heat coming from this lantern so it is only natural that it would change the circulation of air in the brooder no matter how large or small. This is an important factor when it comes to raising a healthy flock of chicks because impure air lowers their vitality and checks their growth.

PREVENTS DAMPNESS

Dampness is another cause of chick diseases which is practically eliminated when our Lantern is used in the brooder house. The wet, moist air is heated and forced out when it reaches the ceiling if the lantern is burning, instead of vaporizing and falling back to the floor in the form of moisture.

CHECKS LICE AND MITES

The Lantern burning in the brooder coop at night will do wonders in checking lice and mites because it is a known fact that where there is light these pests will naturally stay away and seek other places. Most all articles written on eliminating lice and mites will tell you to let the light shine in every crack and crevice of the poultry house because they will stay away from the light. Now just reason this out for yourself and you can see what a big advantage Artificial Lights would be in keeping the chicks free from these pests.

DISCOURAGES RATS, WEASELS, DOGS AND OTHER ENEMIES OF CHICKS

We do not claim that rats, weasels and other enemies of chicks will not bother them when a light is burning in the brooder, but we do claim that it is very seldom enemies of chicks will come around when the lantern is burning, so this is another advantage, especially where dirt floors are used.

GIVES THE SMALLER AND WEAKER ONES A CHANCE TO CATCH UP

It is surprising how uniform the flock of chicks will run when Artificial Lights are used. After the larger chicks get their fill they will leave the feed hoppers alone, and this gives the smaller ones a chance to get their fill, so in a short time they soon catch up to the rest of the flock.

HOW TO OPERATE LIGHTS UNDER THE DIFFERENT METHODS OF BROODING

Colony Brooder stoves or any stove or heater where the chick can come in or out without passing under felt or other material, thus making it dark inside the brooder.

When using this method the Light can be used from the first day and should be placed about 30 inches from the floor a little to one side of the brooder stove, if it is in the center of the room. If the brooder stove is in one corner place lantern in the center of space that is clear from the stove.

Long continuous houses where hot air and hot water brooders are used Lanterns can be placed so that it will light about 6 pens providing there are no board partitions separating the pens. When using this method the lights cannot be used until the third or fourth day because the chicks have to first learn to go in and out under the hover where the heat is.

PORTABLE AND HOT AIR AND HOT WATER HOVERS

Do not use lantern until the third or fourth day or until the chicks learn to go back and forth under the hover. Place lantern any convenient place, just so the bottom of lantern is about six inches from the floor.

USING LANTERN WHERE FEATHER BOARDS ARE USED

Do not place lantern in coop until the third or fourth day or until the chicks have learned to go back and forth under the feathers. The lantern has a special advantage where these feather brooders are used, because of the heat they give, you will find makes the brooder house much warmer.

FOR HENS WITH BABY CHICKS

It hardly pays to use lanterns with hens that have chicks unless three or four hens are placed so that one lantern will be used for no less than 50 chicks. The lantern can be used from the first day.

HOW TO USE LANTERN IN SMALL BROODERS 3x4 FT., TO 4x8 FT., AND TWO TO THREE FEET IN HEIGHT

When using in brooders this size the lantern will make the coop very comfortable for the chicks. If you use the lantern in small brooders be sure fresh air can get in, so as not to make the coop too warm. Keep the ventilators open so the impure air can escape. Hang the lantern so that the bottom is about five or six inches from the floor, and nail a piece of tin to the roof so as to eliminate any danger from the intense heat. The tin nailed to the roof is only required where six inches or more of wire cannot be used to suspend the lantern.

GENERAL INFORMATION

Feeding

We do not feed and water any time during the night, but just leave water and chick mash before them, so they can eat at will. Leave growing mash before the chicks for 24 hours each day.

Time to Hang Lantern in Coops

The lanterns are placed in the coops just as soon as it is dark and they are left burning until morning and if heat is required they can burn day and night.

Why Chicks Get Chilled

The difference in the temperature under the hover and the room are generally very great, and it is from this cause that the chicks get chilled, thus bowel trouble is the result. By hanging a lantern in the coop the heat from the lantern takes the chill off so the chicks can stay out longer to eat and exercise without danger.

Mortality Among Chicks

The average mortality among chicks is 50 per cent. About 25 per cent of the balance are undersized because they were unable to get their share of feed, besides being troubled with lice and mites and in some cases chilled.

Now if one of our lanterns was used and you will follow our directions it is possible to raise 95 per cent to 100 per cent and the flock will be more evenly developed. The extra chicks raised will more than pay for the cost of using the lantern and in this way you will have the lantern this Fall to use so that you can force the hens for high egg production while prices are highest.

The lantern can be used during the day to keep the brooder house warm. It is not necessary to sit up half the night when using lights for Baby Chicks to make sure they are not crowding.

When to Discontinue Lights

Lights for Baby Chicks should be discontinued when they are about eight or ten weeks old or when all danger from crowding has passed and they are large enough to resist the attacks of lice and mites. After the fire in the brooder stoves have been discontinued there may come a cold spell during May and June which would result in the young stock crowding to keep warm, so just hang the lantern in the coop, as it will take the chill off and prevent crowding until the cold spell has passed.

This 300 Candle Power Lantern can also be used as an egg tester, for testing infertile eggs and the development of the live germs. Just cut a hole in a box about the size of an egg and place lantern near this hole.

The lantern and its uses described on preceding pages will benefit the duck as well as the chick.

PROOF

Have used the No. 18 for some time and it sure has paid for itself.

I raised about 400 baby chicks with same, giving great comfort and sunlight to the little ones on dark days.

How they gathered in a ring under the lantern and twitter and twitter. It was amusing how happy and comfortably they were. (Signed) Mrs. Marie Droz, General Delivery, Bantam, Conn.

2½ Pounds at 10 Weeks of Age

I used the No. 18 on my chicks. Have one weighing 2½ pounds at ten weeks of age.

(Signed) A. W. Mack, R. 3, Bradford, Ohio.

Our No. 18 "Giant" is the only Lantern-Heater on the market and it can be used in Spring and Summer to raise Baby Chicks and in Fall and Winter to MAKE HENS LAY MORE EGGS when prices are highest.

Piepgras Light Company

Powers Bldg.

Tinley Park, Ill.

This Is Your Confidential Agent's Wholesale Price List

In our circular we call attention to the completeness of our line of lighting, heating and cooking devices.

The best raw materials obtainable, the most skilled workmen, a corps of experts in our particular line, have all combined to make our merchandise the Universal Standard. On the market over 25 years.

No.	Name	Shipping Weight	Price
1	Heater	5 lbs.	\$5.25
2	Handy Camp Stove	5 lbs.	\$5.00
3	Lamp (torch light)	9 lbs.	\$5.35
3	M. W. Lamp (match light)	9 lbs.	\$5.35
5	Lantern	5 lbs.	\$4.40
14	M. W. Match Light Iron	8 lbs.	\$3.50
18	Lantern	5 lbs.	\$4.70
18	"Giant" Lantern Heater	6 lbs.	\$5.45
27	Oil Burner	10 lbs.	\$6.50
39	Oil Burner	11 lbs.	\$7.50
152	Wall Lamp Torch Light	7 lbs.	\$5.00
52	M. W. Wall Lamp (match light)....	7 lbs.	\$5.00
150	(Torch Light)	10 lbs.	\$6.50
50	M. W. Match Light	10 lbs.	\$6.50

NOTE

No. 1, 2, 5, 18 and 18 "Giant" with built in pumps 50c extra.

Prices subject to change without notice

5 gallon tank with Sure-Hete Burners instead of 2½ gallon, \$1.50 extra.

You are not obliged to sell our merchandise at any given price, your profit being over and above agents' prices.

5% discount on above prices when six FIXTURES or more are ordered at one time.

Our Guarantee

Each article listed in our circular is thoroughly tested and inspected before it leaves the factory. We GUARANTEE each article to give satisfactory service if operated according to the simple instructions furnished. Should any parts be found defective they will be replaced free of charge.

At the prices quoted above all goods sent PREPAID anywhere in the UNITED STATES east of the Rocky Mountains.

Add 35c to each fixture west of the Rocky Mountains and United States Possessions.

Add 50c to each fixture to Canada, Mexico and Foreign Countries to help pay additional postage.

Gasoline Portable Lamps, Lanterns, Camp Stoves, Heaters, Flat Irons, Hollow Wire Lighting Systems, Kerosene Burners for Heating, Cooking and Baking Tanks, Pumps, Mantles, Glassware and Lamp Accessories.

A deposit required on all C. O. D. orders. Add 5c for exchange on personal checks. Send personal check, money order or bank draft to

Add 5c for exchange on checks.

Piepgras Light Company

Pronounced "Peep-grass"

POWERS BLDG.

TINLEY PARK, ILLINOIS.

MANTLES ARE MUCH STRONGER AND MORE DURABLE

Enclosed find check for which please send me 2 dozen WOOD FIBRE MANTLES and 2 generators. I am well pleased with the mantles thus far. They are so much stronger and more durable than the rag mantles.—Everett Druley, R. D, Box 463, Richmond, Ind.

WOOD FIBRE MANTLES RECOMMENDED TO HIM BY A FRIEND

Enclosed you will find check for which please send me 2 No. 338 generators for the * * * * gas lamp and for the balance you may send me your WOOD FIBRE MANTLES. I know your WOOD FIBRE MANTLES are good as Mr. Henry Barenko of Ryder, N. D., has some and they have given him excellent service.—P. H. Schleman, Ryder, N. D.

LIKES OUR WOOD FIBRE MANTLES

Your Lantern, Iron and WOOD FIBRE MANTLES beat any we have ever seen. Please find enclosed check for which send the following: 2 No. 335 generators and 2 No. 3 Lamps.—H. F. Doeden, Onarga, Ill.

RECEIVED ORDERS BY OTHERS SEEING HIS WORKING

The generators I tried out are working fine so you will find inside this letter an order for some more. I got these orders just by others seeing mine work.—F. R. Stutzka, 120 Main St., Monkton, Md

Agent's Wholesale Price List

OF GENERATORS AND MANTLES

On account of the other Lamp Companies complaining to us about using their names in advertising these generators, we will just use a number for each make and you can order the one or ones you want by number, and if you wish you can state to us for what make fixture they are for.

If any of the generators you are now using are not shown in large circular just send us samples of ones wanted replaced or send us direction sheet (which we will return with your order) that came with the fixture and we will send the proper generator. Should you send generator attach your letter to the package.

331—Gasoline only	35c
332—Gasoline only	35c
333—Gasoline only	35c
333—Kerosene only	45c
334—Gasoline only	35c
335—Gasoline only	35c
336—Gasoline only	40c
337—Gasoline only	35c
338—Gasoline only	35c
339—Gasoline only	35c
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351—Gasoline only	35c
352—Gasoline only	35c
353—Gasoline only	35c

NOTE

Use the nut off your old generator. If we are to furnish nut, send extra 5c.

The difference between our 10 year generator and 2 year match light generator is that the 10 year generators are much thicker and have to be lit with a little torch that has been dipped in wood or denatured alcohol, and these have the automatic tip cleaning device.

We cannot fit other make fixtures with our 10 year generators.

Our New Match Light Generators should retail at 50c each.

Wood Fibre Mantles

Guaranteed to be the strongest mantles made.

No. 985—Junior Sunlight for 2 mantle
fixture at 15c each or\$1.00 per doz.

No. 988—Regular Sunlight for 1 mantle
fixture at 15c each or\$1.20 per doz.

Less than dozen lots at single mantle rate.

RAYON MANTLES—EXTRA STRONG

No. 782—Junior Rayon Mantles for 2 mantle
fixtures at 10c each orper dozen 55c

No. 781—Senior Rayon Mantles for 1 mantle
fixtures at 10c each orper dozen 68c

Less than dozen lots at single mantle rate.

Our mantles fit all makes of gasoline and kerosene air pressure lamps and lanterns. No. 18 and No. 18 Giant is a 1 mantle fixture, all the rest are two mantle fixtures.

Mica Chimneys

With door, for all makes Lanterns except No. 18 and

No. 18 "Giant" PREPAID, ea.50c

No. U 7 for our No. 18 and No. 18 "Giant" PRE-
PAID, ea.65c

The prices above include postage anywhere in the United States and Canada.

ADD 5c for exchange on checks.

THINKS OUR WOOD FIBRE MANTLES ARE AWAY AHEAD OF RAG MANTLES

For the enclosed please send 1 No. 334 generator. I received the WOOD FIBRE MANTLES and think they are way ahead of the rag mantles, last longer and give a better light.—H. Phillips, Eureka Resort, Box 45, New Richmond, Mich.

OUR WOOD FIBRE MANTLES BETTER THAN OTHER KIND

I received your WOOD FIBRE MANTLES and think they are better than the other kind. Find enclosed money order for which send me 3 No. 331, 3 No. 334 and 12 No. 985 Wood Fibre Mantles.—A. Bergstrom, Box 27, Stockholm, Sask., Canada.

BEST MANTLES THEY HAVE EVER USED

For the enclosed please send me one dozen No. 985 WOOD FIBRE MANTLES. We find the mantles to be the best we have ever used.—H. A. Herbert, Nauvoo, Ill.

HAVE FOUND OUR WOOD FIBRE MANTLES TO DO ALL WE CLAIM FOR THEM

Find enclosed check for the following goods: 1 No. 332 generator for a * * * fixture and 12 No. 985 WOOD FIBRE MANTLES. I have found your WOOD FIBRE MANTLES to be all you claim for them. Both in durability and brilliance. Please send these at once as we are in need of them.—Forrest R. Cobb, R. L. C. No. 1, Maysville, Ky.

BEST HE HAS EVER USED

I am enclosing the amount for 12 No. 985 WOOD FIBRE MANTLES. I must say that your WOOD FIBRE MANTLES are the best I have ever used.—D. L. Arnold, Newark, Arkansas.

Dear Friend:

Is there a relative, neighbor or friend that has been kind to you and you have wondered what kind of a nice gift you can give them for Christmas?

All our fixtures make excellent Xmas Gifts and we can make shipment by INSURED PARCEL POST PRE-PAID to you or direct to whom the gift is for. We can also enclose your gift card with the package if you will send the card with your order.

Delivery of package will be between Dec. 21st and 24th, or any date you specify.

Why not make someone real happy Xmas by giving one of our fixtures.

Yours truly,
PIEPGRAS LIGHT CO.

Due to the economic conditions it may be a long time before the Utility Co. can extend electric light lines to your home, so why not purchase one of our lamps or lanterns now if they are needed.

No. 18 "GIANT" LANTERN-HEATER

Guaranteed to Increase Egg Production

If you have a flock of chickens use our No. 18 "GIANT" LANTERN-HEATER in the Poultry House this Fall and Winter to make the hens lay more eggs. An egg this Fall and Winter is worth 2 next May and June. Makes 18x18 foot poultry house about 20 degrees warmer.

No. 18 "GIANT" LANTERN-HEATER pays for itself in 30 days.

Money refunded if unsatisfactory after trial.

PLEASE FILL IN

Name

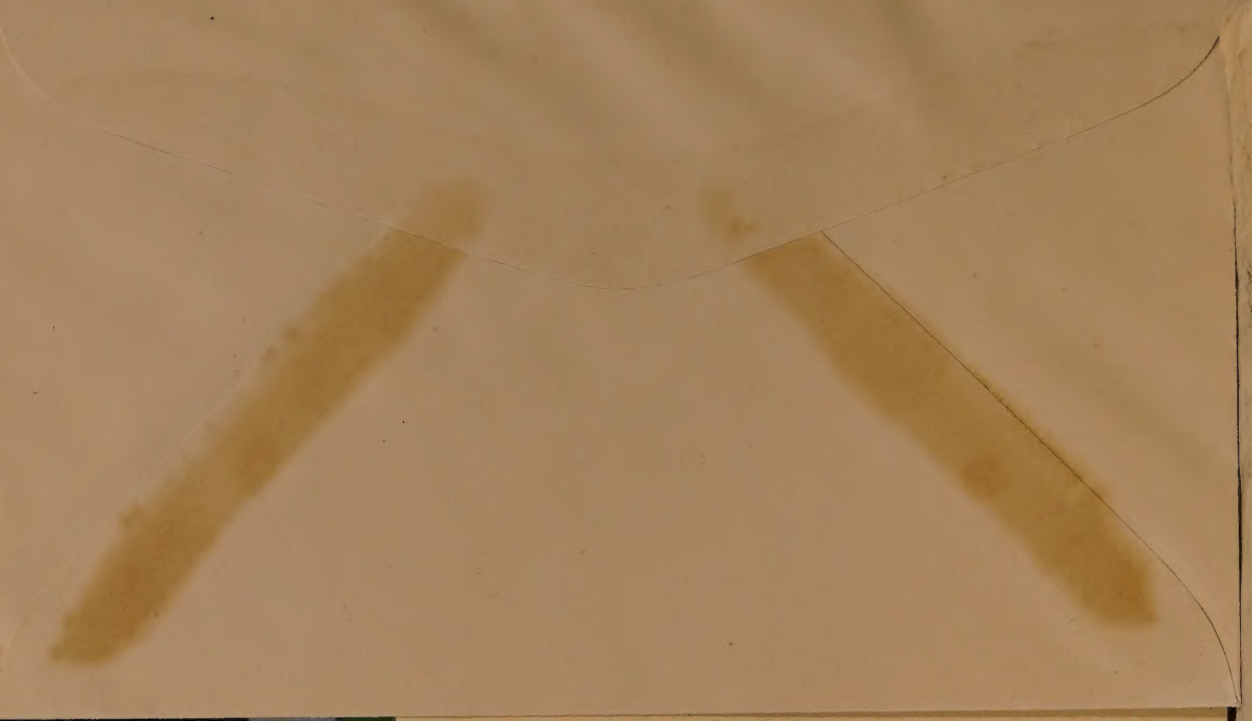
Street or RFD.....

City or Town.....State.....

PIEPGRAS LIGHT COMPANY

POWERS BUILDING

TINLEY PARK,
ILLINOIS



"Welcomed in Every Home"



PIEPGRAS LIGHT COMPANY

POWERS BUILDING - TINLEY PARK, ILLINOIS

Return Postage Guaranteed



*George Rogers
Northwood Narrows
N.H.*

THE WORLD

AGENTS

\$40 to \$60

per week selling
our most complete
line the year
round.

AGENTS

All or part
time selling articles
that are in
demand.

The growing demand for our appliances and the general satisfaction which our customers have experienced warrant us in stating that it comprises the most efficient and the most satisfactory line ever placed upon the market. A trial will convince you.

O-R-D-E-R T-O-D-A-Y